

# IPM 10

## Investment Property Manager 10

### Compare Features and Editions

Feature	Express	Standard	Unlimited	Feature	Express	Standard	Unlimited
<b>Supported Businesses</b>				<b>Tenants and Members</b>			
Residential Rentals	Yes	Yes	Yes	Violation Tracking	No	No	Yes
Commercial Rentals	Yes	Yes	Yes	Communications Log	Yes	Yes	Yes
HOAs/Condo Assoc.	Yes	Yes	Yes	Customizable Billing	Yes	Yes	Yes
Fixed Base/Marinas	Yes	Yes	Yes	Lockbox and Coupons	No	Yes (opt)	Yes (opt)
Self Storage	Yes	Yes	Yes	Delinquency List	Yes	Yes	Yes
Manuf'ed Home Parks	Yes	Yes	Yes	Late Charges	Yes	Yes	Yes
<b>General</b>				<b>Vendors</b>			
Unlimited Seats	Yes	Yes	Yes	1099s	Yes	Yes	Yes
Unlimited Databases	Yes	Yes	Yes	Report by property or checkbook	Yes	Yes	Yes
Checkbooks per database	1	Unlimited	Unlimited	Defaults for Accounts, amounts, descriptions	Yes	Yes	Yes
Properties per database	12	60	Unlimited	Easy Labels	Yes	Yes	Yes
Units per database	40	150	Unlimited	<b>Properties and Owners</b>			
Users per database	1	1	Unlimited	1099s	Yes	Yes	Yes
Network Support	No	Yes	Yes	Multiple Owners per Property	Yes	Yes	Yes
Remote Office Support	No	Yes	Yes	Multiple Properties per Owner	Yes	Yes	Yes
Multilevel password prot.	Yes	Yes	Yes	Inventory	Yes	Yes	Yes
Unlimited User Fields	Yes	Yes	Yes	Management fee reporting	Yes	Yes	Yes
Unlimited CAM Charges	Yes	Yes	Yes	Property Summaries	Yes	Yes	Yes
Unlimited Insurance Rec's	Yes	Yes	Yes	Unit Summaries	Yes	Yes	Yes
Unlimited Attachments	Yes	Yes	Yes	Maintenance Summaries	Yes	Yes	Yes
Unlimited Comments/Notes	Yes	Yes	Yes	Vacancy Loss Reports	Yes	Yes	Yes
Pictures Supported	Yes	Yes	Yes	Income per Unit	Yes	Yes	Yes
Mail Merge	Yes	Yes	Yes	Vacant Units	Yes	Yes	Yes
Work Orders	No	No	Yes	<b>Reporting</b>			
Unlimited Ticklers	Yes	Yes	Yes	Ad Hoc Reports	No	Yes	Yes
Automatic Backup	Yes	Yes	Yes	Accounting Reports	Yes	Yes	Yes
<b>Training &amp; Support</b>				Financial Reports	Yes	Yes	Yes
Free Intro Training	No	Yes	Yes	Payable Reports	Yes	Yes	Yes
Free Tutorials/Resources	Yes	Yes	Yes	Property Reports	Yes	Yes	Yes
Add'l Training Available	Yes	Yes	Yes	Receivable Reports	Yes	Yes	Yes
Maintenance Plan	60 days	1 yr*	1 yr*	Tenant/Member Reports	Yes	Yes	Yes
Live Remote Support (Maintenance Plan)	No	Yes	Yes	Tickler Reports	Yes	Yes	Yes
Automatic Updates	60 days	1 yr*	1 yr*	Vendor Reports	Yes	Yes	Yes
<b>Accounting</b>				Work Order Reports	Yes	Yes	Yes
Customizable Accounts	No	Yes	Yes	Favorite Reports	Yes	Yes	Yes
Previous, Current and Projected Budgets	Yes	Yes	Yes	*Maintenance plan for Standard and Unlimited is free the first year and \$195 for the Standard/ \$295 for Unlimited every year thereafter. No maintenance plan is available for the Express Edition.			
A/P & A/R	Yes	Yes	Yes				
Laser or Inkjet checks	Yes	Yes	Yes				
MICR Check Encoding	No	Yes (opt)	Yes (opt)				
Check Templates (Permanent Checks)	Yes	Yes	Yes				
Aged Receivables	Yes	Yes	Yes				
Balance Sheet	Yes	Yes	Yes				
Trial Balance	Yes	Yes	Yes				
Budgeting Reports	Yes	Yes	Yes				
Profit and Loss	Yes	Yes	Yes				
Cash Flow	Yes	Yes	Yes				
Easy Bank Recon.	Yes	Yes	Yes				
Multiple cash accounts, inc. Trusts, escrows	No	Yes	Yes				

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## Investment Property Manager 10

### Pricing

#### Express Edition

Our most affordable option. Supports up to 12 properties or 40 units. Perfect for tracking rent and tenants. Easy upgrade to Standard or Unlimited as your business grows, and your data goes with you! Maintenance and support for 60 days. See Comparison on back for features.

**Price: \$99.00**

#### Standard Edition

Our most popular edition. Includes all the features and functionality offered in packages costing over \$2,000.

- Accounting
- Tenant management
- Vendor management
- Cash receipts
- Extensive reporting
- License for up to 60 properties, 150 units
- 1 year's technical support
- 60-day money-back guarantee

**Price: ~~\$495.00~~ \$395.00 Reduced!**

#### Unlimited Edition

Our flagship offering. Includes all the features of our Standard version, plus the power to grow (including Work Order support).

- Unlimited units and properties
- Work Orders
- Network support
- Unlimited Users
- 1 year's technical support
- 60-day money-back guarantee

**Price: ~~\$895.00~~ \$695.00 Reduced!**

#### MICR Check-Generation Module

Investment Property Manager has check-writing capabilities using preprinted checks.

The MICR Module allows you to print checks on blank check stock on laser printers. **Price: \$99.00**

#### Printed User Guide

Over 200 pages of current, proven information on how to make the most of your investment in IPM. (PDF version included with every installation)

**Price: \$25.00**

### Ordering, Shipping & Handling

#### Call 1.800.653.8428 to Order

- We accept **Visa, MasterCard, Discover, American Express, Money Order** or check.
- **Sixty-day money back guarantee** after **FREE setup and training**.
- Instant Download and activation standard; CD may be available for \$25.

### System Requirements

- 1 GHz Processor, 1 gB RAM minimum; i7, 4 gB RAM recommended
- Windows XP, Windows Vista or Windows 7. 64 bit version recommended
- 200 MB free hard disk space minimum; 2 GB recommended
- 32X CDRW Drive
- Laser or Inkjet Printer suggested.
- DSL or Broadband Internet connection; Broadband strongly recommended

# IPM 10

## Investment Property Manager 10

### Frequently Asked Questions

**Q: Why should I call for an IPM walk through?**

**A:** Because we can find out what features you are looking for, demonstrate them, and save you time and frustration. The call is toll free and there will be no sales pressure, period. Heck, if our products aren't right for you, maybe we can point you to somewhere else. We want your business, but only if we're a good fit.

**Q: Can I set up my own data on the IPM demo program?**

**A:** Sure! Just call us on the toll free number listed below and we will give you a 10-minute tour on how easy it is to setup your data. Don't spend too much time on data entry, however, until you're sure it's right for you!

**Q: Why should I consider the IPM program versus Quick Books?**

**A:** There are four basic reasons :

1. IPM offers an integrated system that allows one entry to update the accounting and tenant at the same time so you immediately know the financial and tenant status. In Quick Books you have to off load tenant cash receipts to the general ledger.
2. Quick Books is very limited on tenant charges and billing.
3. You cannot combine the financial statements of two or more properties.
4. You can talk with a technician if you need support with IPM. The IPM is a system that was specifically designed for property management where Quick Books is a general purpose bookkeeping system. A significant percentage of our users are managers who have graduated from Quick Books.

**Q: Why should I consider IPM when there are systems for under \$200?**

**A:** There are many reasons: the quality of the software, the completeness of the system and after sale support. Some of the less expensive products are outdated, or don't have functions you need. We offer 60-day money back to attest to our quality and also one year of unlimited live telephone support for both the Standard and Unlimited Editions. Do not under estimate the value of live interactive product support.

**Q: There are some similar property management programs that cost up to \$4,000. Why the wide range in program costs?**

**A:** We can't speak for our competitors, but our prices are based on our costs. We offer the same major features as the industry leaders, like a full general ledger accounting system, account payable with check writing, tenant tracking, billing, work order, and wide range of management reports but we develop our software in the USA not overseas, and offer support over the internet instead of at conferences.. We're a small family-run company, so don't pay big bonuses or dividends - and that keeps our products affordable.

**Q: Do you keep up to date with Industry changes?**

**A:** Absolutely! We listen to our users and give them what they need, such as the Canadian CPA standard for checks last year. And our automatic updates keep everyone on the maintenance plan as current as the news. IPM 10 is developed in Microsoft's current development environment, and was successfully one step ahead of Windows 7—we plan to stay that way.

**Q: Are there any hidden costs with IPM?**

**A:** Nothing is hidden. The first year's support is included for the Standard and Unlimited editions, and includes updates, technical support, webinars and newsletters—everything we offer. Our pricing is simple: After the first year, our maintenance plan costs \$195 for the Standard edition and \$295 for the Unlimited edition. *Ask the same question of our competitors!*

**Q: Is the IPM system flexible?**

**A:** Absolutely! IPM's Standard and Unlimited editions allow customization of the chart of accounts, account numbers, titles and format. We also support unlimited user-defined fields. Billing allows unlimited defined billing items, plus unlimited one-time charges like billing for a broken window. Our ad hoc report feature lets you design and save any list you need. If you manage a condo association, you have members who pay dues or fees, not rent, and of course use your own titles and footers on reports.

**Q: Does IPM include notices and custom forms?**

**A:** IPM works with Microsoft Word and comes with a dozen templates that can be modified for local requirements and allows for additional notices to be added at any time.

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## Investment Property Manager 10

### The Best Reporting in the Business

Reporting is key to property management. The Operating Statement or Profit and Loss Statement (P & L) is the heart of your business. They're the reports sent to owners, and the ultimate test of your operations. IPM's P & L can be generated in any one of literally hundreds of different ways, including with the owner's name and address ready to be folded for a number 10 window envelope. Include or exclude percentages, account numbers, or dollars per square foot—your choice.

For Homeowners Associations and Condos, our Budget reports have consistently been hailed as easier to read and more concise than our competitors at four times our price!

The Chart of Accounts can be customized for both titles and numbers, and all financial reports can be combined or consolidated with user-defined headers and footers. Of course all reports can be previewed before printing, saved in one of dozens of formats, and exported.

Compare our reporting to any of our competitors and we know you'll see what we mean!

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### Operating Statement

Demo Arms Apartment House  
1500 Maple Ave.  
Hayden Lake, ID 83835

Totals through 2/7/2009

	Month-to-Date	Year-to-Date
<b>* INCOME *</b>		
Rental Income	\$1,975.00	\$3,950.00
<b>TOTAL INCOME</b>	<b>\$1,975.00</b>	<b>\$3,950.00</b>
<b>* EXPENSES *</b>		
Gas	\$0.00	\$18.85
Insurance	\$0.00	\$50.00
Maintenance	\$0.00	\$35.00
Management	\$0.00	\$327.50
Trash Removal	\$0.00	\$18.35
<b>OPERATING EXPENSES</b>	<b>\$0.00</b>	<b>\$449.50</b>
Interest/Mortg. 1st	\$0.00	\$1,000.00
<b>TOTAL INTEREST EXP.</b>	<b>\$0.00</b>	<b>\$1,449.50</b>
<b>TOTAL EXPENSES</b>	<b>\$0.00</b>	<b>\$1,449.50</b>
	<b>\$1,975.00</b>	<b>\$2,500.50</b>

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### Budgeting

Demo Arms Apartment House  
1500 Maple Ave.  
Hayden Lake, ID 83835

Current Year-to-Date Totals through 2/28/2009

Account	Description	Current			Year-to-Date				
		Actual	Budget	Variance %	Actual	Budget	Variance %		
<b>* INCOME *</b>									
4100	Rental Income	2,600.00	29,200.00	26,700.00	6.6	2,600.00	639,200.00	26,700.00	6.6
4500	Other Income	\$3.96	0.00	(\$3.96)	0.0	\$3.96	\$0.00	(\$3.96)	0.0
<b>TOTAL INCOME</b>		<b>2,603.96</b>	<b>29,200.00</b>	<b>26,696.04</b>	<b>6.6</b>	<b>2,603.96</b>	<b>639,200.00</b>	<b>26,696.04</b>	<b>6.6</b>
<b>* EXPENSES *</b>									
5190	Electricity	65.25	0.00	65.25	0.0	65.25	\$0.00	65.25	0.0
5220	Gas	0.00	180.00	180.00	0.0	0.00	\$180.00	180.00	0.0
5240	Insurance	90.00	0.00	90.00	0.0	90.00	\$0.00	90.00	0.0
5250	Maintenance	1,272.54	240.00	1,512.54	630.0	1,272.54	\$240.00	1,512.54	630.0
5300	Management	327.50	3,960.00	4,287.50	0.3	327.50	\$3,960.00	4,287.50	0.3
5390	Plumbing	208.25	0.00	208.25	0.0	208.25	\$0.00	208.25	0.0
5490	Taxes	300.00	900.00	1,200.00	33.3	300.00	\$900.00	1,200.00	33.3
5530	Trash Removal	0.00	204.00	204.00	0.0	0.00	\$204.00	204.00	0.0
5530	Water	0.00	120.00	120.00	0.0	0.00	\$120.00	120.00	0.0
<b>OPERATING EXPE</b>		<b>3,223.84</b>	<b>5,804.00</b>	<b>3,890.38</b>	<b>39.7</b>	<b>3,223.84</b>	<b>\$6,604.00</b>	<b>3,890.38</b>	<b>39.7</b>
5910	Interest/Mortg. 1st	1,000.00	8,000.00	7,000.00	18.7	1,000.00	\$8,000.00	7,000.00	18.7
<b>TOTAL INTEREST</b>		<b>3,223.84</b>	<b>11,804.00</b>	<b>8,890.38</b>	<b>27.8</b>	<b>3,223.84</b>	<b>\$11,604.00</b>	<b>8,890.38</b>	<b>27.8</b>
<b>TOTAL EXPENSES</b>		<b>3,223.84</b>	<b>11,804.00</b>	<b>8,890.38</b>	<b>27.8</b>	<b>3,223.84</b>	<b>\$11,604.00</b>	<b>8,890.38</b>	<b>27.8</b>
<b>NET PROFIT/LOSS</b>		<b>(\$619.88)</b>	<b>27,396.00</b>	<b>28,284.00</b>	<b>(2.1)</b>	<b>(\$619.88)</b>	<b>\$27,396.00</b>	<b>28,284.00</b>	<b>(2.1)</b>

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### Magnificent Management Company

#### Trial Balance

Demo Arms Apartment House  
1500 Maple Ave.  
Hayden Lake, ID 83835

Totals through 2/7/2009

Account Nbr	Description	Debit	Credit
1100	Retain Earnings	\$1,000.00	
1125	Security Deposits	\$1,700.00	
1500	Buildings	\$182,500.00	
1510	Res. for Deprec.	\$12,500.00	
1600	Improvements	\$4,500.00	
2000	Security Deposits		\$1,700.00
2510	Money Payable Int.		\$125,000.00
3100	Retain in Capital		\$44,500.00
3200	Retained Earnings		\$3,059.81
3500	Owner Withdrawals		\$500.00
4100	Rental Income		\$3,950.00
5220	Gas	\$18.85	
5240	Insurance	\$50.00	
5250	Maintenance	\$35.00	
5300	Management	\$327.50	
5530	Trash Removal	\$18.35	
5910	Interest/Mortg. 1st	\$1,000.00	
		<b>\$177,708.35</b>	<b>\$177,708.35</b>
Balance		\$0.00	

### Twelve Month Profit and Loss

Demo Arms Apartment House  
1500 Maple Ave.  
Hayden Lake, ID 83835-

Magnificent Management Company

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	O
0	54	0	0	0	0	0	0	0	0	0
1,975	1,975	0	0	0	0	0	0	0	0	0
1,975	2,029	0	0	0	0	0	0	0	0	0
0	68	0	0	0	0	0	0	0	0	0
19	0	0	0	0	0	0	0	0	0	0
65	68	0	0	0	0	0	0	0	0	0